

Message Text

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PAGE 01 MOSCOW 07482 251425 Z

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ACTION COME-00

INFO OCT-01 EUR-25 ADP-00 EB-11 RSR-01 CIAE-00 INR-10

NSAE-00 RSC-01 SAI-01 /050 W
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R 251410 Z JUN 73

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 9883

C O N F I D E N T I A L MOSCOW 7482

E. O. 11652: N/ A

TAGS: BEXP, UR

SUBJ: VISIT OF RAYCON CORP. REPRESENTATIVE

FOR COMMERCE/ BEWT

REF: MOSCOW 6590

1. JOHN CHECK, PRESIDENT, RAYCON, CALLED AT EMBASSY JUNE 20 AND 22. HE REPORTS DISCUSSIONS WITH STANKOIMPORT INVOLVED ELECTRICAL DISCHARGE MACHINES FOR PRECISION DRILLING OF HOLES IN NOZZLES FOR DIESEL TRACTOR ENGINES. REQUIREMENT IS FOR FOUR MILLION NOZZLES PER YEAR, ONE- THIRD OF EQUIPMENT TO BE DELIVERED BY END THIS YEAR. RAYCON' S PRICE OF \$1.2 MILLION COUNTERED BY OFFER OF \$875 THOUSAND. WHEN CHECK WALKED OUT SOVIETS INTRODUCED HIM TO VICE PRESIDENT DAVIS OF CONDEC WHICH BIDDING ON VARIOUS PARTS OF TRACTOR PLANT. RAYCON MAY YET SELL THROUGH CONDEC.

2. CHECK REPORTS THAT IN CONTRAST TO PREVIOUS VISIT SOVIET PRIORITY NOW IS FOR TRACTOR PLANT RATHER THAN KAMA. HE STATES SOVIETS NOW WANT TO COMPLETE PURCHASE OF EQUIPMENT FOR TRACTOR PLANT AND THEN TURN TO KAMA. KAMA REQUIREMENT IS FOR ABOUT EIGHT MILLION INJECTORS PER YEAR.

3. WHEN QUERIED AS TO WHETHER THERE WERE COMPETITIVE BIDS (REFTEL) CHECK SAID SOVIETS INDICATED THERE WERE, BUT THAT WHEN HE BROKE OFF NEGOTIATIONS THEY SAID NOT TO GO AS
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PROBLEM NOT SETTLED.

DUBS

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*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

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